



EX PARTE OR LATE FILED

March 30, 1999

NOTICE OF EX PARTE PRESENTATION

Ms. Magalie Roman Salas  
Secretary  
Federal Communications Commission  
Portals II Building  
445 Twelfth Street, S.W.  
Washington, D.C. 20554

RECEIVED  
MAR 30 1999  
FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

Re: *In the Matter of Applications for Transfer of Control to SBC  
Communications Inc. of Licenses and Authorizations Held by Ameritech  
Corporation, CC Docket No. 98-141*

Dear Ms. Salas:

Please be advised that yesterday, Sandy Kinney (President-Industry Markets, SBC Telecommunications, Inc.), John Stankey (Vice President-Sales, SBC Telecommunications, Inc.), Todd Silbergeld (Director-Federal Regulatory) and the undersigned met with Tom Krattenmaker, Johnson Garrett, Jennifer Fabian, Marilyn Simon, Pamela Megna, To-Quyen Truong, Michael Kende, William Dever, and Audrey Wright in connection with the above-referenced applications. The purpose of the meeting was to discuss the status of local exchange competition in SBC's region and demonstrate that SBC's local markets are open to competition. The attached documents served as a basis for the discussion.

In accordance with the Commission's rules governing ex parte presentations, an original and one copy of this notification are provided herewith. Please call me directly should you have any questions.

Respectfully submitted,

*Zeke Robertson*

No. of Copies rec'd 0+1  
List A B C D E

Attachments

cc: Tom Krattenmaker, Johnson Garrett, Jennifer Fabian, Marilyn Simon, Pamela Megna, To-Quyen Truong, Michael Kende, William Dever, Audrey Wright

**allegiancetelecom, inc.**

1950 N. Stemmons Freeway

Suite 3026

Dallas, TX 75207

214/853-7100 phone

214/853-7110 fax

Sandy Kinney  
President of Industry Markets  
SBC Communications, Inc.  
One Bell Plaza, Suite 3705  
Dallas, Texas 75202

March 26, 1999

**Reference: Progress on OSS Interfaces and Operational Processes**

Dear Sandy:

As we complete the 1<sup>st</sup> Quarter of 1999, I wanted express my appreciation to you and the SBC-Texas team for the level of support and cooperation that Allegiance Telecom has received in the following areas:

Allegiance Telecom and SBC Communications in Texas are now in the final testing phases for the electronic bonding of the Allegiance OSS ordering and provisioning systems with those of SBC for the execution of Local Service Requests in Texas for unbundled loops. In fact, we expect to be processing some limited production orders by the end of March. This effort has taken place within a period of 90 days with extensive cooperation and commitment by both companies. The dedicated teams that have managed this effort have met virtually daily to accomplish this electronic bonding of the order management systems. The SBC commitment to this effort has been essential and we clearly appreciate the effort.

I also wanted to recognize the level of joint cooperation that has occurred in the coordination of operational procedures and processes to achieve the smooth cutover of customer local loops. In coordinating the procedures for handling LNP, cutover timing and cutover communications, both the Allegiance and SBC teams have worked closely, meeting weekly to achieve the progress desired. Progress improvements have occurred for both parties which will, we believe, lead to the ability to scale to larger volumes of activity in 1999.

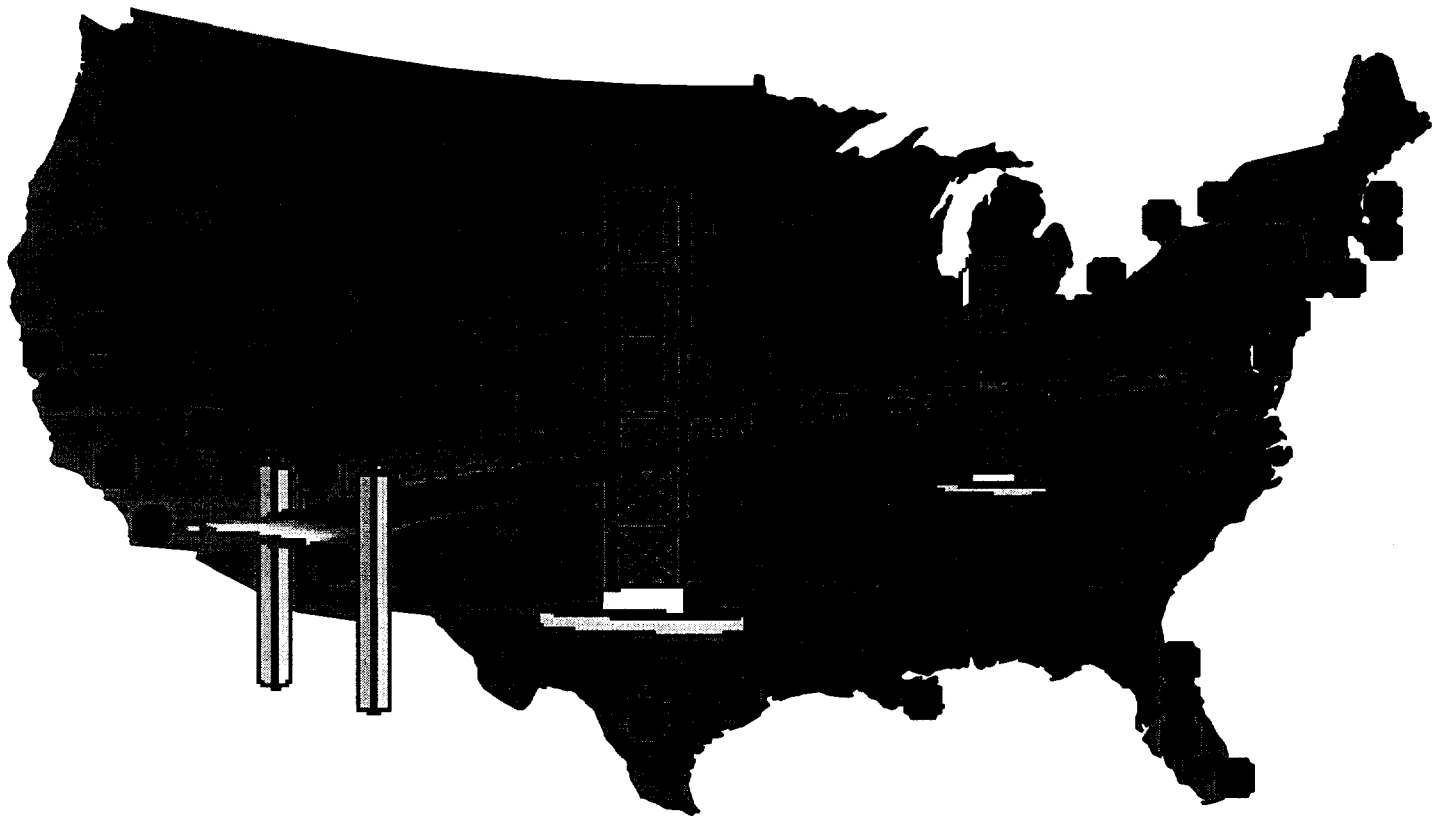
While we realize that the ultimate levels of electronic bonding for pre-order systems, billing systems and trouble management systems still need to be achieved, the progress that has been made between Allegiance and SBC is very encouraging. The on-going cooperation between the operational teams is providing an environment which we feel can make significant progress in Texas for increasing the volumes of activity achieved.

We are looking forward to extending this cooperation and joint commitment on a permanent basis to all other areas of interaction between our companies. Thank you for your direction and commitment to our efforts to date.

Sincerely,

Dan Yost  
President & COO  
Allegiance Telecom, Inc.

# Building The Bridge



## To Effective Competition

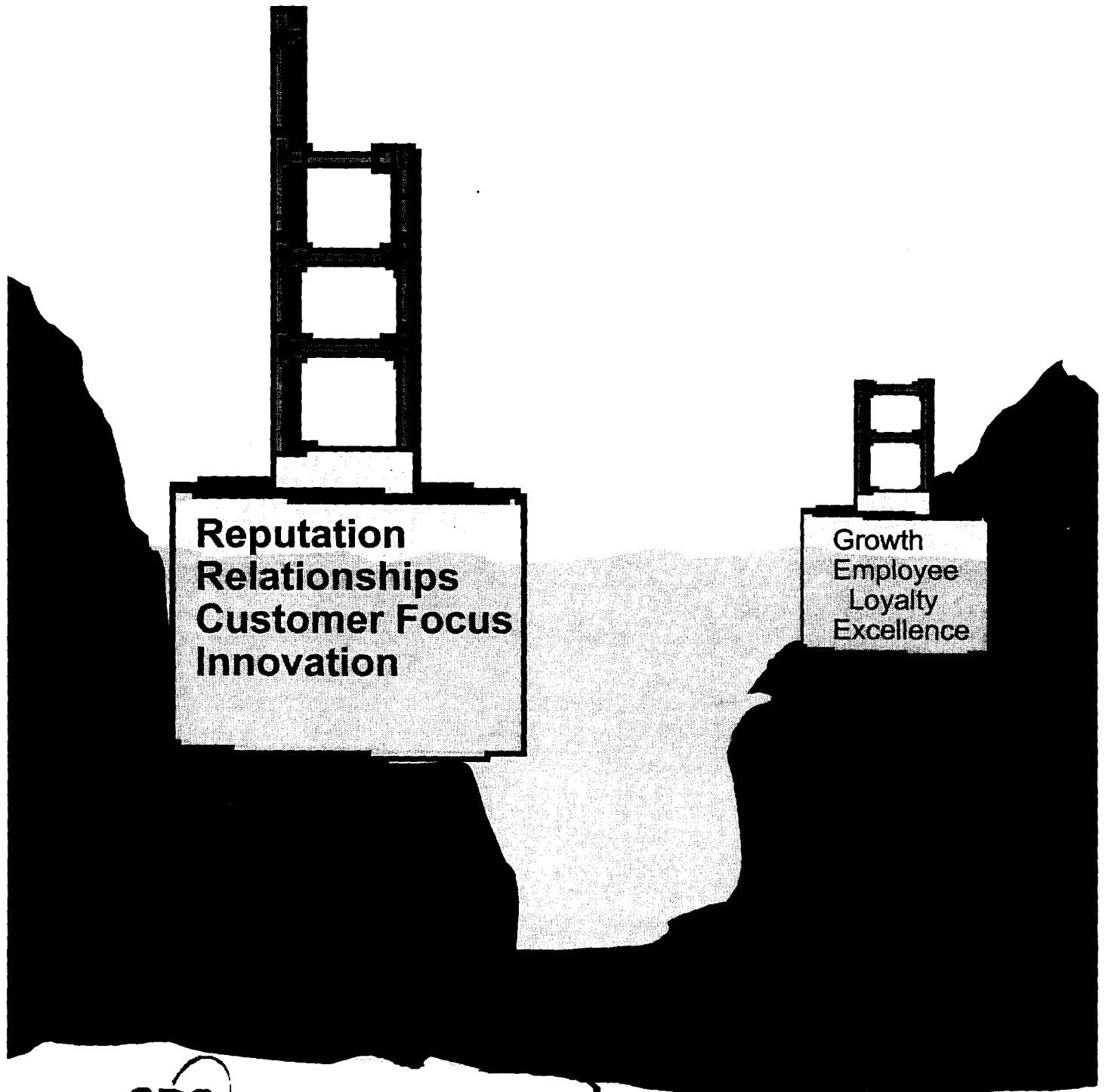


**Sandy Kinney**  
**President - Industry Markets**  
**John Stankey**  
**Vice President - Sales**

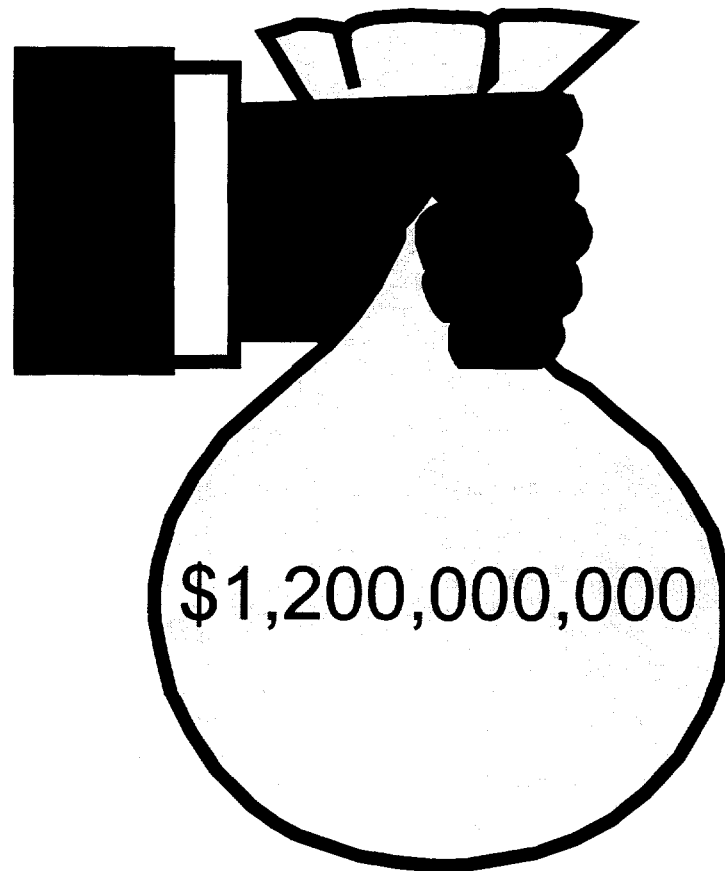
1

**March 29, 1999**

# SBC's Solid Foundation



# Commitment = Investment



# Commitment = Investment



1995

Access

Local



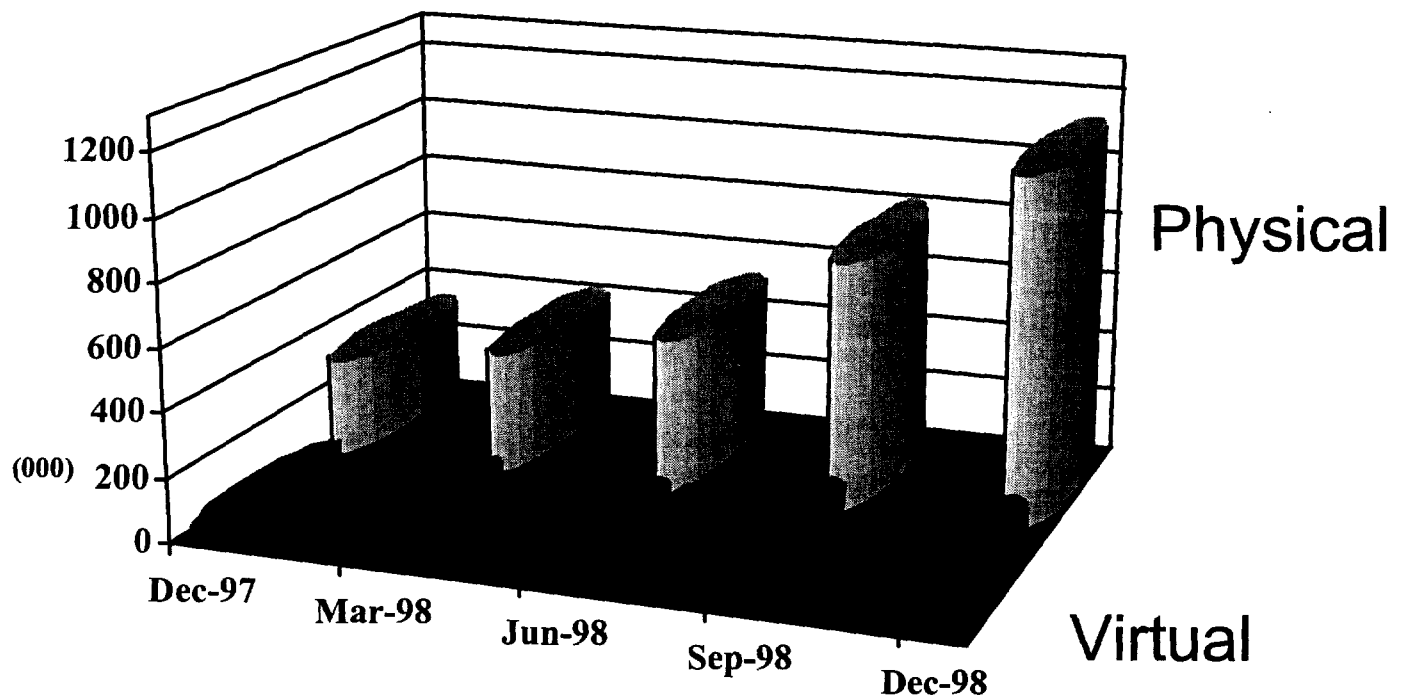
1999

SBC employees dedicated to  
Local Service or Access Service



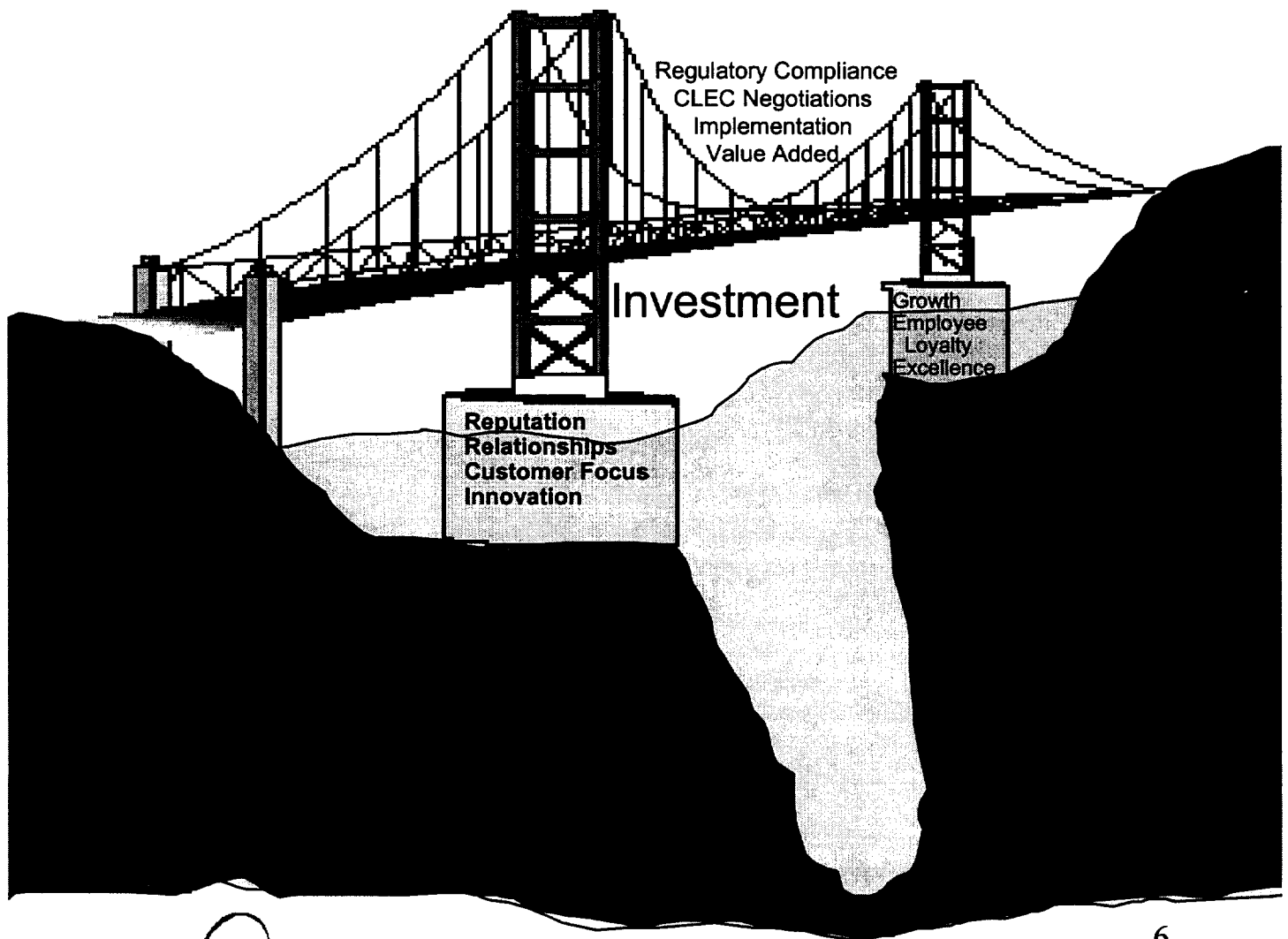
# Commitment = Investment

## Collocation Arrangements



# Dedicated to CLEC Success

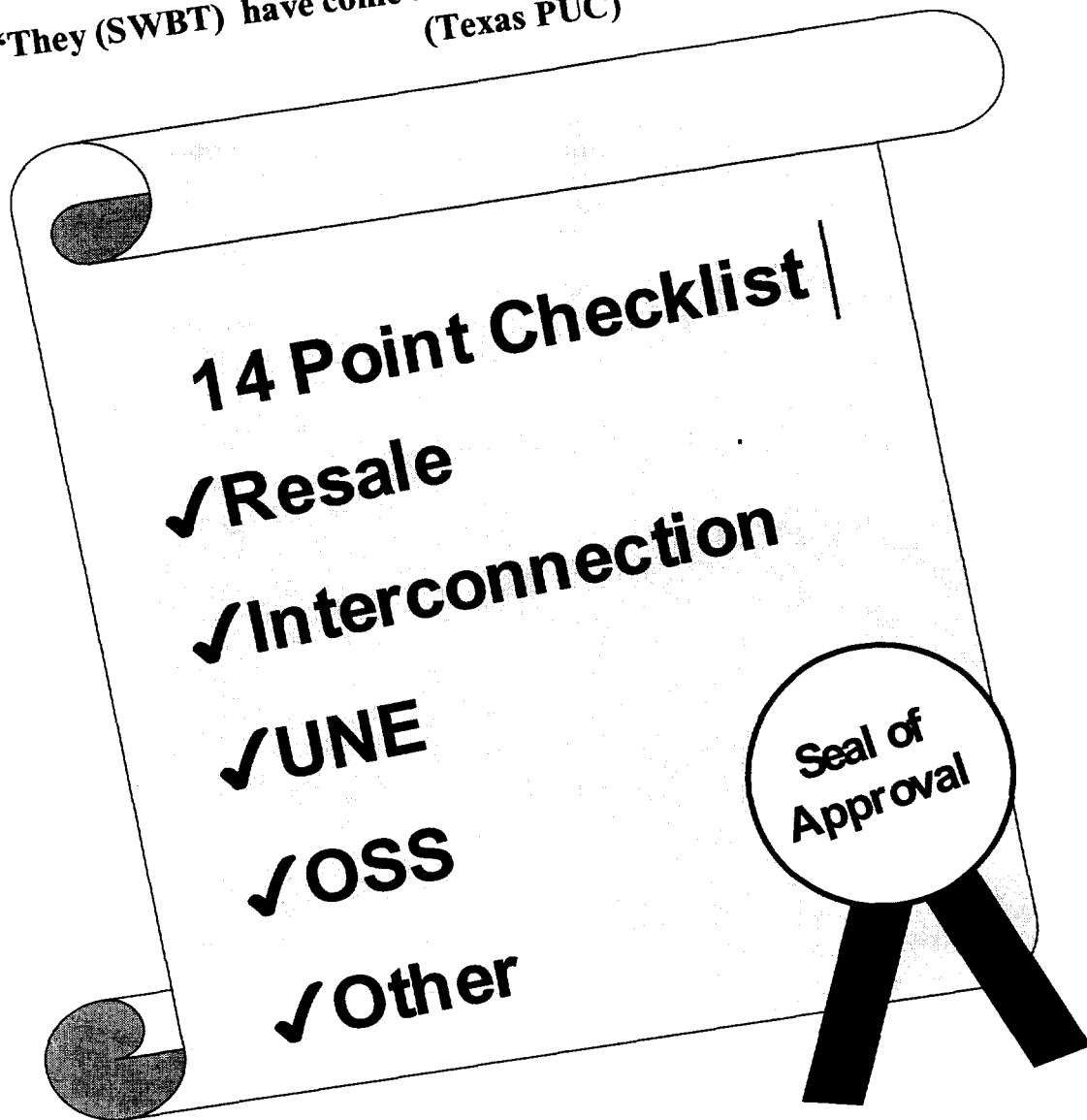
## Bridge to Opportunity





# Dedicated to CLEC Success

**"They (SWBT) have come a long way."  
(Texas PUC)**



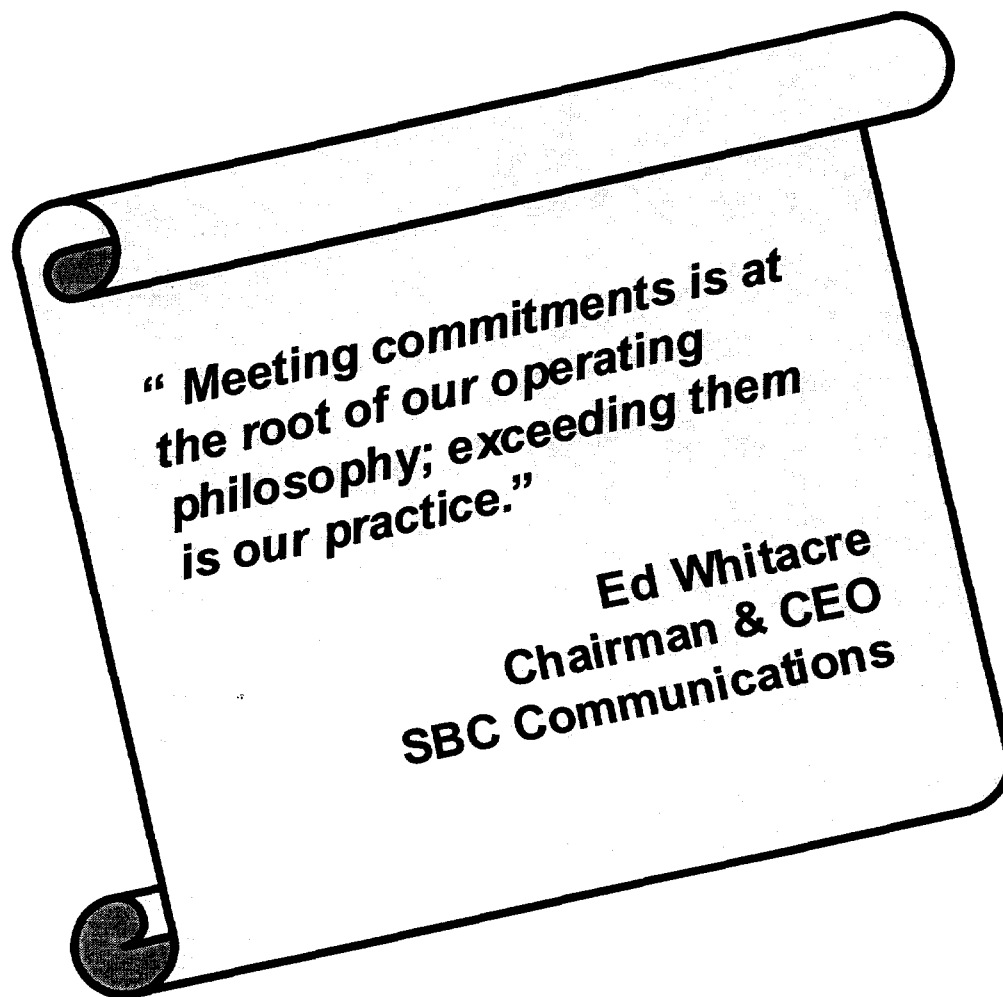
**" I am full of admiration for Southwestern Bell and all their technical people because what they have done here and focusing in on and trying to come up with solutions that work and that meet the requirements has been phenomenal." (Texas PUC)**



# Dedicated to CLEC Success

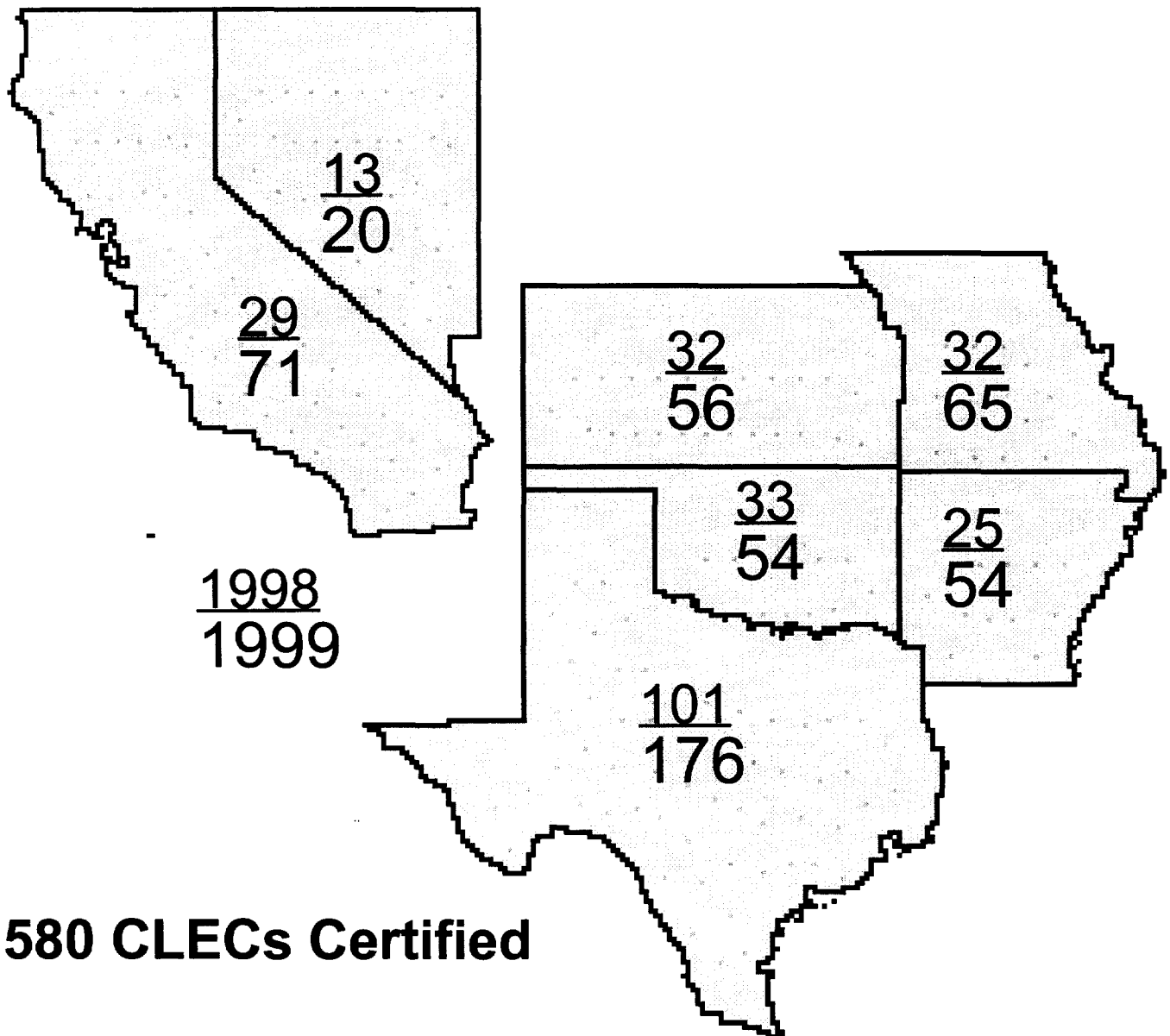
## Added Value to CLECs

- Website
- CLEC Training/Workshops/Forums
- Dedicated Account Teams



# Dedicated to CLEC Success

## Total Signed Agreements



# Dedicated to CLEC Success

## Collaborative Implementation

### ➤ **MCI- SBC Support for Market Entry**

#### © ***Joint Texas Business Plan***

- ✓ “331” Questions Answered
- ✓ 78% Answered Within 5 days or less
- ✓ Jointly Created Sub-Teams

#### © ***Exceptional Customer Focus***

- ✓ Daily, Weekly, Bi-monthly Calls
- ✓ Reference Materials
- ✓ Additional Training
- ✓ LNP Conversions for Shell Oil

### ➤ **Allegiance- SBC Support for Market Entry**

#### © ***Exceptional Service***

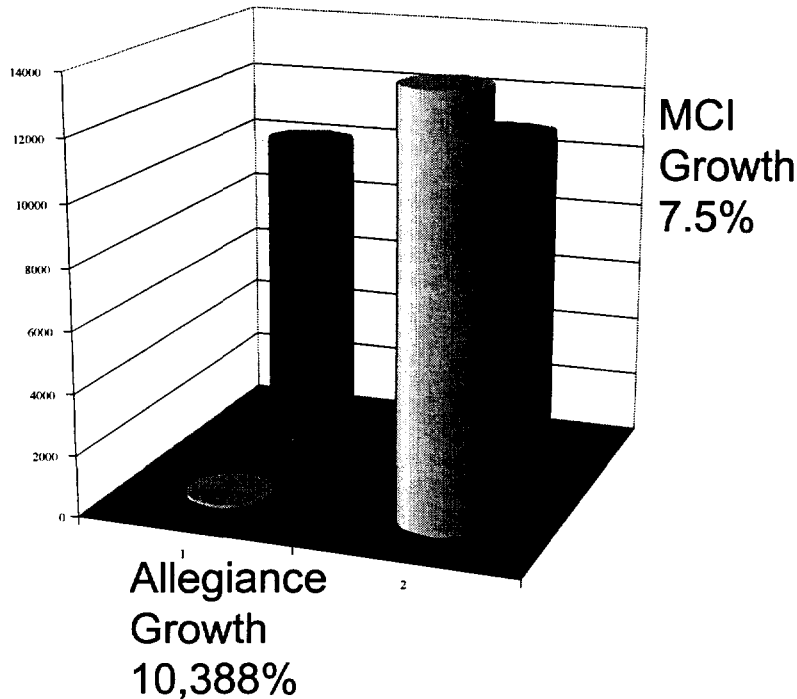
- ✓ 4000 lines in 10 weeks
- ✓ Aggressive OSS/EDI Deployment
- ✓ Dedicated Implementation Teams
- ✓ Frame Due-Time Trial



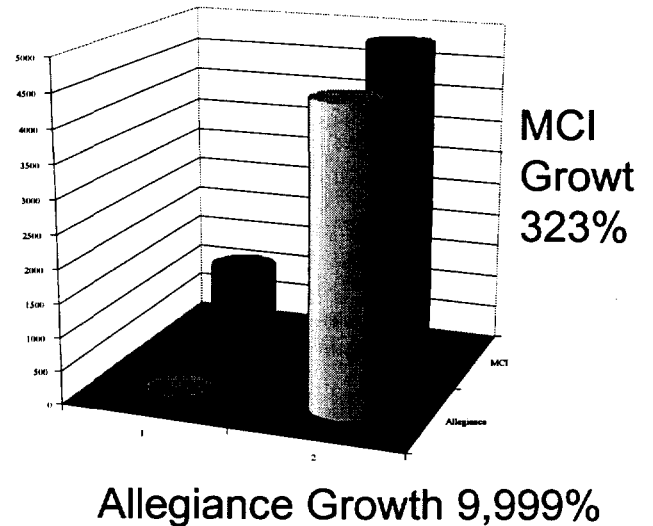
# Dedicated to CLEC Succeed

## CLEC Growth Comparison

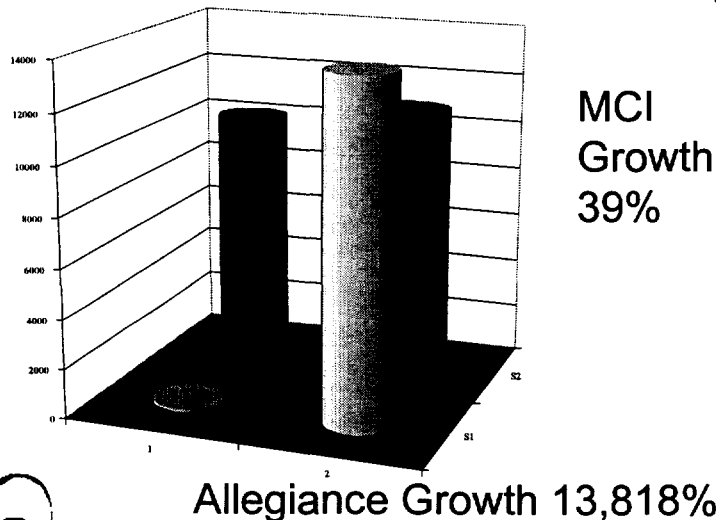
### Resale Lines in Service



### UNEs in Service

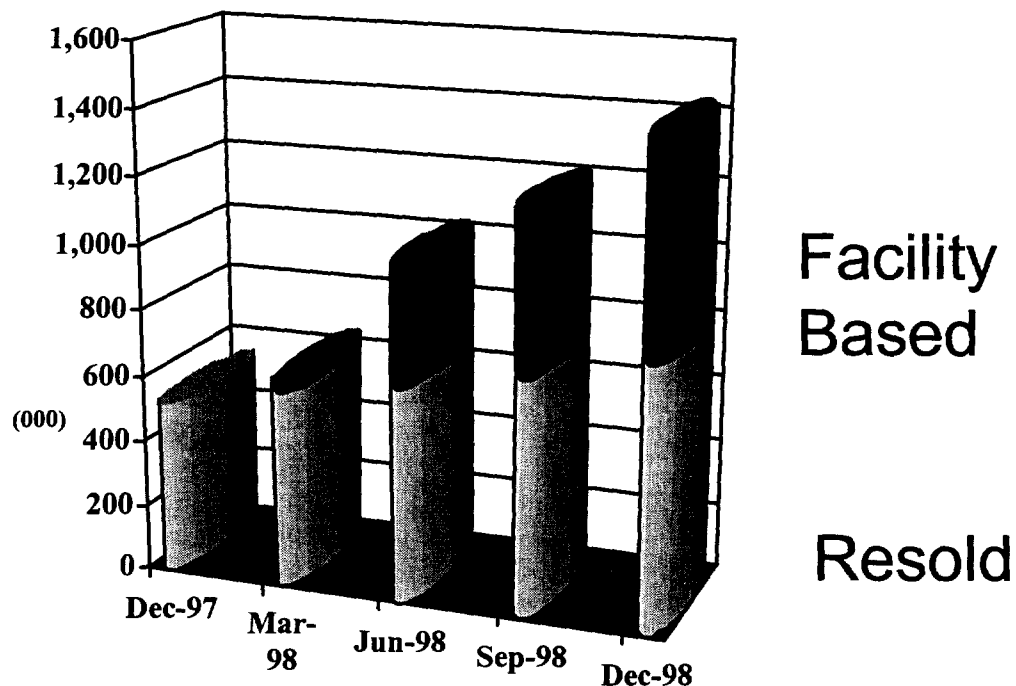


### UNE and Resale Lines in Service



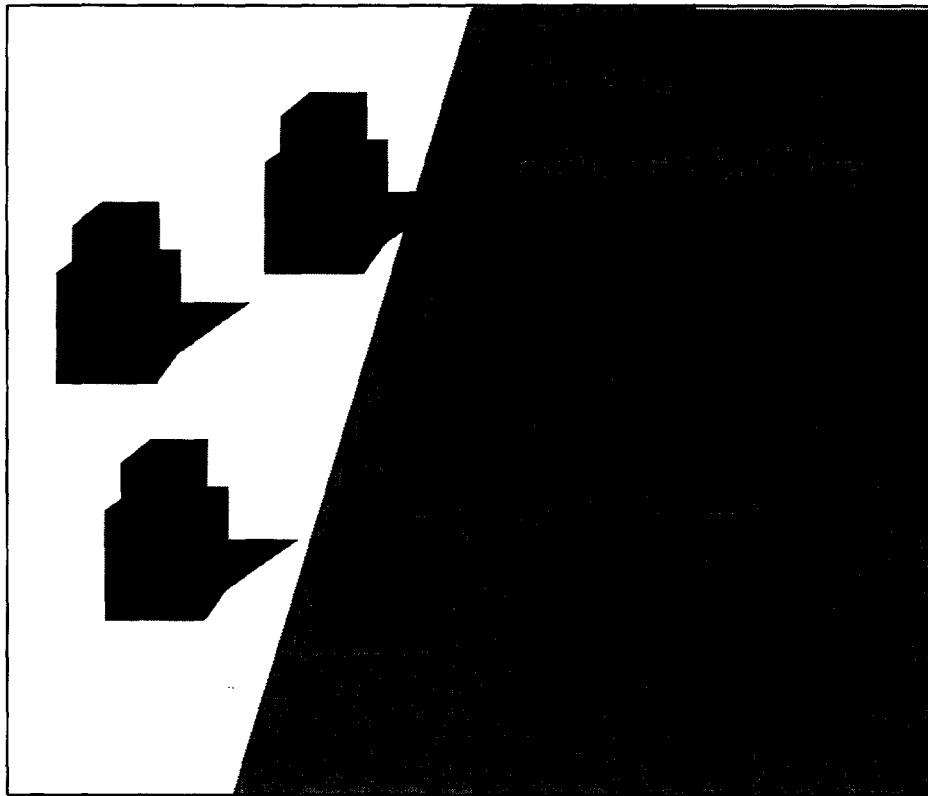
# CLECs Succeed in SBC's Open Markets

## Total Access Lines Served by CLECs



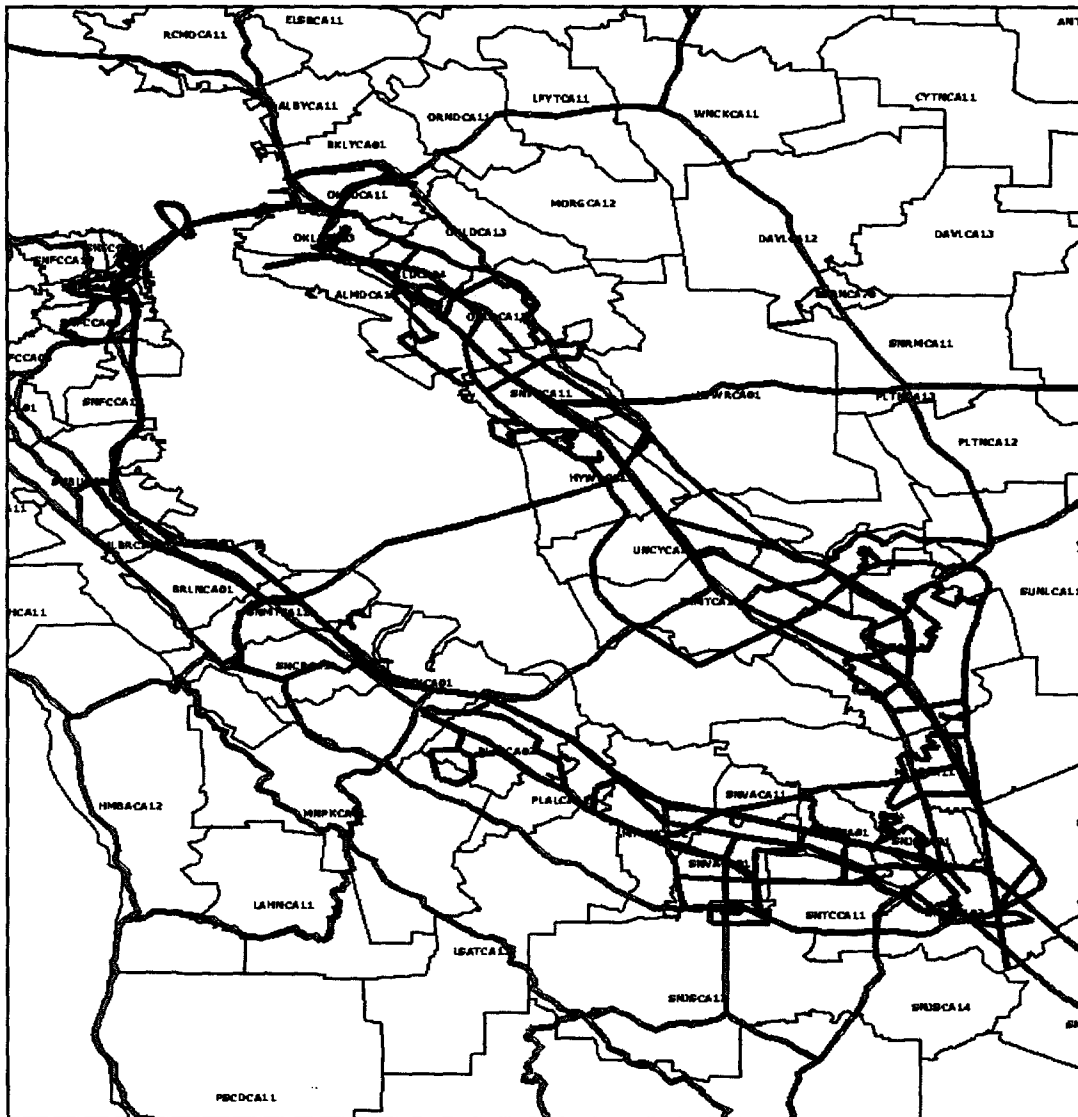
# CLECs Succeed in SBC's Open Markets Addressable Market

Total In-Service Access Lines = 34.7M



# CLECs Succeed in SBC's Open Markets

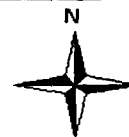
## MFS FIBER NETWORK - BAY AREA



4 0 4 8 Miles

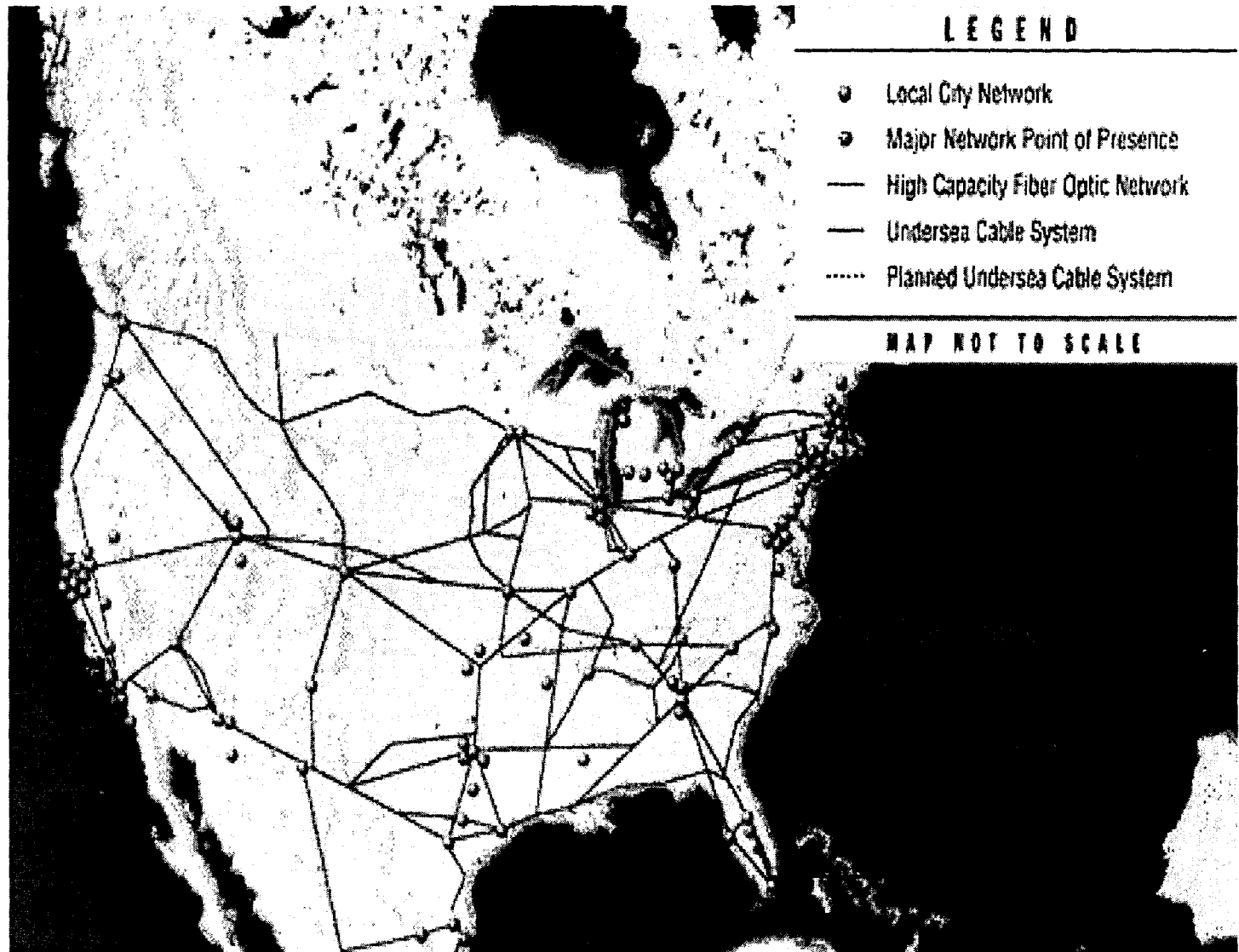
▲ MFS Fiber (now owned by MCI WorldCom)

□ Pactel Wire Centers





# CLECs Succeed in SBC's Open Markets



Source: MCI WorldCom website 03/99



# CLECs Succeed in SBC's Open Markets

## CLECs Satisfied with SBC

"...very much appreciate the great job"

"their professionalism & cooperate effort in working though the issue are greatly appreciated"

"... thanks for removing the roadblocks"

"we appreciate your assistance with serving my end-users a day earlier than scheduled"

"...wish everyone's systems were like Southwestern Bells"

"thanks for always going above and beyond the call of duty"

"...got things done and was friendly and helpful"

"... very professional, knowledgeable, and extremely helpful..."



# SBC Brings Value

